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ADA American Dental Association

The Bureau of Economic and Behavioral Research

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211 East Chicago Avenue
Chicago, Illinois 60611

The 1987 Survey of Dental Practice

Patients of Dentists in Private Practice

February, 1988

TABLE OF CONTENTS

PATIENTS OF DENTISTS IN PRIVATE PRACTICE
FOR THE YEAR 1986

PAGE

HIGHLIGHTS..... 1

INTRODUCTION..... 2

INDEPENDENT DENTISTS..... 3

SOLO DENTISTS..... 6

INDEPENDENT DENTISTS GRADUATING SINCE 1980 9

METHODOLOGY..... 12

DEFINITIONS..... 14

APPENDIX: THE 1987 SURVEY OF DENTAL PRACTICE
QUESTIONNAIRE..... 16

HIGHLIGHTS

* Please note that statistics are reported for independent dentists only.

* Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, tends to reflect the higher proportion of orthodontists among all specialists.

* General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for each of the populations of dentists surveyed. Among all independent dentists, general practitioners received 65.3% of their patients from this age group, whereas specialists received 51.2%.

* General practitioners saw a greater percentage of patients aged 65 or older. General practitioners reported that 17.0% of their patients were in this age group, compared to 8.7% for specialists.

* Independent specialists estimated that they saw a greater percentage of patients with family incomes in excess of $30,000 than did general practitioners, 50.3% and 42.0% respectively. The difference was greatest among solo dentists, where independent specialists saw 10.0% more patients at this income level than did independent general practitioners.

* The majority of patients seen by general practitioners had family incomes ranging from $10,000 to $29,999, while the majority of patients seen by specialists (50.3%) had incomes that exceeded $30,000.

* Both general practitioners and specialists reported that over one-third of their patients were not covered by an insurance program; general practitioners reported 33.9%, specialists 34.2%.

* An average of 40.9% of specialists surveyed reported having no patients whose annual family income was below $10,000. This compares to 22.3% for general practitioners.

* Among all independent dentists, only 0.7% reported having no patients who were members of a racial minority.

INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on the characteristics of patients of independent dentists in private practice in the United States for the year 1986. Areas covered in this report include patient characteristics such as age, annual family income, insurance coverage, and racial background.

Please note that statistics are reported only for independent dentists and are analyzed in three catagories: 1) all independent dentists, 2) solo dentists, and 3) independent dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on the responding dentists in that given category. The tables present detailed data broken down by general practitioner and specialty status for each of the three categories. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients. The data are merely descriptive regarding some access variables, including age, income level, racial background, and insurance coverage. Because of this, little can be concluded based on the data regarding, for example, the dentists' responses to economic barriers to care and whether or not the distribution of patients across dentists is related to how dentists respond.

In order to review the data in this report within a national context, the following statistics are provided. Slightly over 12% of the population in 1986 were 65 years of age or older. The percent of all families in 1986 with an income of less than $10,000 was 12.4%, including 4.6% under $5,000 and 7.8% between $5,000 and $10,000. In 1986, an estimated 12.2% of the U.S. population were members of a racial minority group. In 1984, 111 million persons were covered by private dental insurance; in 1985, 4.6 million received dental benefits through the Medicaid program.

INDEPENDENT DENTISTS

Among all independent dentists, nearly two-thirds (63.2%) of their patients were between the ages of 15 and 64 years. This percentage is maintained among general practitioners (65.3%), but is lower (51.2%) among specialists.

The majority (47.2%) of patients seen by all independent dentists had annual family incomes ranging from $10,000 to $29,999. Independent specialists as a group estimated that 42.5% of their patients had annual family incomes in ths range, while independent general practitioners estimated 48.0% of their patients to be in this range.

Over half (60.9%) of patients seen by all independent dentists were covered by private insurance programs that paid or partially paid for dental care, while approximately one-third (33.9%) of all patients had no insurance coverage.

Of all independent dentists, 49.2% reported having no patients who were covered by a public assistance program. The percentage was slightly lower for general practitioners (48.9%) and slightly higher for specialists (51.2%).

One quarter of all independent dentists reported having no patients with family incomes under $10,000. The percentage is 2.5 points lower for general practitioners (22.3%) and is 15.9 percentage points higher for specialists (40.9%).

PATIENTS OF DENTISTS IN PRIVATE PRACTICE INDEPENDENT DENTISTS

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DDS					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	17.71	1523	40.13	502	21.09	2025
15 TO 64 YEARS OF AGE	65.31	1523	51.16	502	63.18	2025
65 YEARS OF AGE OR OLDER	16.98	1523	8.70	502	15.73	2025
FAMILY INCOME UNDER $10,000	10.02	1390	7.18	440	9.60	1830
FAMILY INCOME $10,000 TO $29,999	48.02	1390	42.52	440	47.22	1830
FAMILY INCOME $30,000 OR MORE	41.96	1390	50.30	440	43.18	1830
COVERED BY PRIVATE INSURANCE PROGRAM	60.97	1469	60.75	484	60.93	1953
COVERED BY PUBLIC ASSISTANCE PROGRAM	5.15	1469	5.01	484	5.13	1953
NOT COVERED BY AN INSURANCE PROGRAM	33.88	1469	34.24	484	33.94	1953
WERE MEMBERS OF A RACIAL MINORITY	16.37	1362	16.53	468	16.40	1830

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE INDEPENDENT DENTISTS

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DDS					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	3.0	51	7.4	23	3.6	73
15 TO 64 YEARS OF AGE	0.0	0	0.6	2	0.1	2
65 YEARS OF AGE OR OLDER	2.0	34	43.6	133	8.2	167
FAMILY INCOME UNDER $10,000	22.3	350	40.9	109	25.0	459
FAMILY INCOME $10,000 TO $29,999	1.4	22	4.1	11	1.8	32
FAMILY INCOME $30,000 OR MORE	1.4	23	0.9	2	1.4	25
COVERED BY PRIVATE INSURANCE PROGRAM	0.1	2	0.0	0	0.1	2
COVERED BY PUBLIC ASSISTANCE PROGRAM	48.9	811	51.2	151	49.2	961
NOT COVERED BY AN INSURANCE PROGRAM	0.5	9	1.0	3	0.6	12
WERE MEMBERS OF A RACIAL MINORITY	0.9	14	0.0	0	0.7	14

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS

Approximately 84.3% of the patients seen by all solo dentists were under the age of 65. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than do general practitioners, 46.9% of all solo specialists reporting having no patients aged 65 or older. In comparison, this percentage for general practitioners was 2.3%.

The majority of patients seen by all solo dentists had annual family incomes ranging from $10,000 to $29,999. Specialists estimated that 42.3% of their patients were in this income category, whereas general practitioners estimated 49.2%.

Solo dentists reported that an average of 15.6% of their patients were members of a racial minority. General practitioners reported a similar percentage (15.5%), and for specialists the figure was slightly higher (16.4%).

Over half (60.2%) of the patients seen by all solo dentists were covered by a private insurance program that provides full or partial payment for dental care. Over one-third (34.8%) of the patients seen by all solo dentists had no insurance coverage.

About 50.3% of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage was 49.9%, and among specialists, 52.9%.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE — SOLO DENTISTS

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DDS					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	17.77	1178	41.66	356	21.11	1534
15 TO 64 YEARS OF AGE	65.23	1178	50.37	356	63.15	1534
65 YEARS OF AGE OR OLDER	17.00	1178	7.98	356	15.74	1534
FAMILY INCOME UNDER $10,000	10.10	1075	7.03	312	9.68	1387
FAMILY INCOME $10,000 TO $29,999	49.23	1075	42.26	312	48.28	1387
FAMILY INCOME $30,000 OR MORE	40.68	1075	50.72	312	42.03	1387
COVERED BY PRIVATE INSURANCE PROGRAM	60.32	1139	59.53	340	60.21	1479
COVERED BY PUBLIC ASSISTANCE PROGRAM	4.95	1139	4.94	340	4.95	1479
NOT COVERED BY AN INSURANCE PROGRAM	34.73	1139	35.54	340	34.84	1479
WERE MEMBERS OF A RACIAL MINORITY	15.48	1044	16.44	332	15.62	1376

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE SOLO DENTISTS

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DDS					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	3.1	41	9.3	20	3.9	61
15 TO 64 YEARS OF AGE	0.0	0	0.3	1	0.0	0
65 YEARS OF AGE OR OLDER	2.3	31	46.9	101	8.5	132
FAMILY INCOME UNDER $10,000	23.2	281	43.6	83	25.9	364
FAMILY INCOME $10,000 TO $29,999	1.2	15	5.4	10	1.8	25
FAMILY INCOME $30,000 OR MORE	1.2	15	0.3	1	1.1	15
COVERED BY PRIVATE INSURANCE PROGRAM	0.2	2	0.0	0	0.2	2
COVERED BY PUBLIC ASSISTANCE PROGRAM	49.9	641	52.9	109	50.3	751
NOT COVERED BY AN INSURANCE PROGRAM	0.4	6	1.5	3	0.6	9
WERE MEMBERS OF A RACIAL MINORITY	0.9	10	0.0	0	0.7	10

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980

Nearly two-thirds (63.4%) of all patients seen by independent dentists graduating since 1980 were between the ages of 15 and 64 years.

Like solo dentists and all independent dentists, specialists graduating since 1980 saw a higher percentage of younger patients than did general practitioners. For specialists, 60.1% of patients were of age 14 or younger whereas the percentage for general practitioners was 19.0%.

The majority (46.6%) of patients seen by all independent dentists graduating since 1980 had estimated annual family incomes from $10,000 to $29,999. The dentists estimated that 12.0% of their patients had annual family incomes under $10,000, and that 41.5% had annual family incomes in excess of $30,000.

Over half (63.2%) of the patients seen by all independent dentists graduating since 1980 were covered by private insurance programs. Conversely, 28.7% of the patients seen by independent dentists graduating since 1980 were not covered by an insurance program.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

	TYPE OF DDS					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	19.02	247	60.05	19	20.65	266
15 TO 64 YEARS OF AGE	64.52	247	35.89	19	63.38	266
65 YEARS OF AGE OR OLDER	16.46	247	4.05	19	15.96	266
FAMILY INCOME UNDER $10,000	11.86	229	14.82	17	11.98	246
FAMILY INCOME $10,000 TO $29,999	46.96	229	36.53	17	46.56	246
FAMILY INCOME $30,000 OR MORE	41.17	229	48.65	17	41.46	246
COVERED BY PRIVATE INSURANCE PROGRAM	63.54	241	56.00	19	63.23	260
COVERED BY PUBLIC ASSISTANCE PROGRAM	7.95	241	10.63	19	8.06	260
NOT COVERED BY AN INSURANCE PROGRAM	28.51	241	33.37	19	28.71	260
WERE MEMBERS OF A RACIAL MINORITY	20.48	225	24.00	18	20.63	243

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

	TYPE OF DDS					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
14 YEARS OF AGE OR YOUNGER	0.8	2	5.3	1	1.0	3
15 TO 64 YEARS OF AGE	0.0	0	0.0	0	0.0	0
65 YEARS OF AGE OR OLDER	2.0	6	57.9	7	4.2	12
FAMILY INCOME UNDER $10,000	15.7	41	41.2	4	16.7	45
FAMILY INCOME $10,000 TO $29,999	1.3	3	17.6	2	1.9	5
FAMILY INCOME $30,000 OR MORE	0.9	2	5.9	1	1.1	3
COVERED BY PRIVATE INSURANCE PROGRAM	0.0	0	0.0	0	0.0	0
COVERED BY PUBLIC ASSISTANCE PROGRAM	40.7	111	42.1	5	40.7	116
NOT COVERED BY AN INSURANCE PROGRAM	0.8	2	0.0	0	0.8	2
WERE MEMBERS OF A RACIAL MINORITY	0.9	2	0.0	0	0.9	2

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

General Practitioner	.85/.753 = 1.128818
Specialists	.15/.247 = 0.607287

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

Mean: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

Mean Per Year: This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Patient No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. **NO SECONDARY OCCUPATION**	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

	Primary Practice	Secondary Practice
3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? 19	____	19 ____

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

	Primary Practice	Secondary Practice
6. What was the zip code of your practice(s) during 1986?	____	____
	zip code	

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

	Primary Practice	Secondary Practice
The average number of:		
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____	_____
	appointments per week	
b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)	_____	_____
	visits per week	
c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)	_____	_____
	visits per week	
d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only	_____	_____
	visits per week	

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	_____	_____
	weeks	
b. Total number of **HOURS PER WEEK** spent in the practice	_____	_____
	hours per week	
c. Number of hours per week spent **TREATING PATIENTS** in the practice	_____	_____
	hours per week	

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	$ _____.00
b. Your secondary practice (if applicable)	$ _____.00
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)	$ _____.00

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	_____

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	_____	_____
b. Chairside assistant(s)	_____	_____
c. Secretary/receptionist(s)*	_____	_____
d. Dental laboratory technician(s)	_____	_____
e. Bookkeeper, business personnel	_____	_____
f. Other, please specify _____	_____	_____

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

	Not applicable (Please check boxes)	1986 ANNUAL Salary/ Commission (in dollars)	Weeks Worked in 1986	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
DENTAL HYGIENIST (S):								
Position #1	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months
Position #2	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months
Position #3	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of:	Dental Hygienist(s)
a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment	_____ appointments per week
b **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)	_____ visits per week

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of:	Entire Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____ appointments per week
b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ visits per week
c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero	_____ visits per week
d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)	_____ visits per week

15. Approximately what percentage of the patients who visited the primary practice in 1986:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger	_____%
15 to 64 years of age	_____%
65 years of age or older	_____% TOTAL 100 %
b. were members of families whose annual income is estimated to be:	
under $10,000	_____%
$10,000 to 29,999	_____%
$30,000 or more	_____% TOTAL 100 %
c. were:	
covered by a private insurance program that pays or partially pays for their dental care	_____%
covered by a public assistance program that pays or partially pays for their dental care	_____%
not covered by an insurance program	_____% TOTAL 100 %
d. were members of a racial minority	_____%

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** _____ different patients

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

	Entire Practice Waiting Time	
	patient of record	new patient
a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases)	_____ days	_____
b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED** APPOINTMENT	_____ minutes	_____

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? $ _____.00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment	_____%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____%
c. as direct payment from private insurance carriers	_____%
d. from other sources of payment (Please specify) _____	_____% TOTAL 100 %

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$ _____.00
b. Yearly mortgage (including interest)	$ _____.00
c. Total salaries, wages and commissions of non-dentists employees	$ _____.00
d. Commercial dental laboratory charges	$ _____.00
e. Dental supplies	$ _____.00
f. Advertising expenses	$ _____.00
g. Bad debts	$ _____.00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? $ _____.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.